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Exporter Guide

Lithuania Exporter Guide

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Report Highlights:

In recent years Lithuania's economy has been one of the fastest growing in Central and Eastern Europe. The private sector accounts for more than 80 percent of the gross domestic product (GDP). The retail and food sectors were among those with the highest growth in part due to European Union (EU) accession.

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Market Overview

Lithuania's economy has shown robust growth in recent years and has not been hindered by the economic slowdown plaguing EU-15 countries. It has successfully recovered from the Russian economic crisis of 1998 and is among the fastest growing economies in Central and Eastern Europe. The private sector now produces about 80 percent of Lithuania's GDP.

Lithuania's GDP grew 8 percent in the second quarter of 2005 compared with the same period of 2004. In 2003 Lithuania's GDP edged up a dramatic 9.7 percent, the fourth most robust in the world, only Tajikistan, Armenia and Kazakhstan posted higher GDP growth.

Economic Indicators

Indicator	2001	Annual change (%)	2002	Annual change (%)	2003	Annual change (%)	2004	Annual change (%)
Real GDP		6.4		6.8		9.7		6.7
Nominal GDP (billion \$)	17,035	6.3	18,184	6.7	19,781	8.8	21,795	10.2
Exports of Goods and Services (billion \$)	8,515	18.3	9,652	13.4	10,254	6.2	11,491	12.1
Imports of Goods and Services (billion \$)	9,433	14.8	10,666	13.1	11,399	6.9	12,862	12.8
Current Account Deficit (% of GDP)	4.7		5.2		6.9		7.2	
Inflation (%)	2.0		-1.0		-1.3		2.9	
Average Monthly Earnings (\$)	383	1.3	403	5.3	425	5.5	461	8.5
Unemployment Rate (%)	17.4		13.8		12.4		11.4	
Average interest rates on loans	8.13		6.08		5.07		5.64	
Loan portfolio of commercial banks (billion \$)	2,290	26.3	2,793	22	4,260	52.5	5,950	39.7
Deposits and Letters of Credit	3,668	21.2	4,112	12.1	4,780	16.2	6,289	31.6

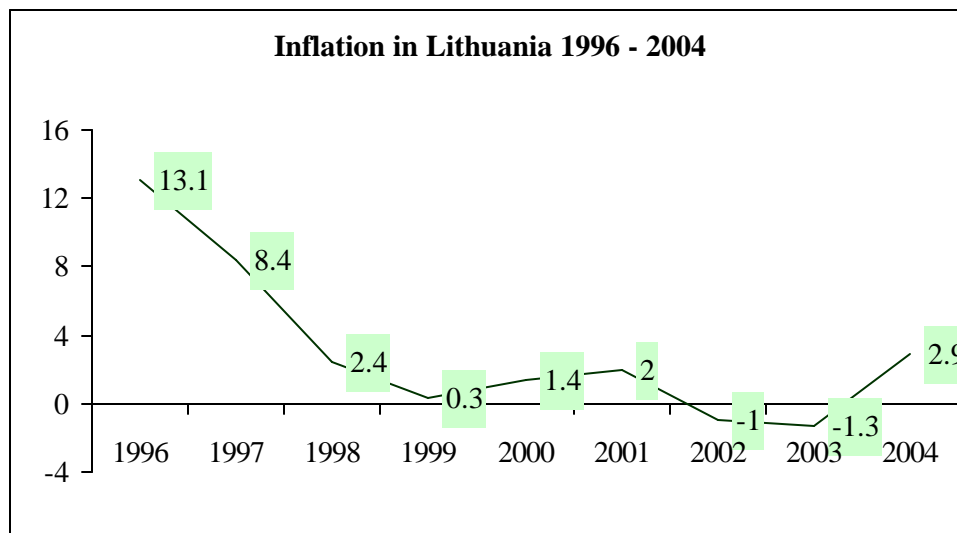
Lithuania's economy stabilized when the Lita was pegged to the Dollar in 1994 at a rate of \$1 = 4 Litas, and later, in February 2002 by re-pegging the Lita to the Euro at 1 Euro = 3.4

Litas. This change is credited with attracting foreign investments into manufacturing, energy, the food industry, services sector, and other sectors of the economy.

A new income tax rate of 27 percent (currently 33 percent) will be introduced in mid-2006 and is expected decrease to 24 percent in 2008. The reform is expected to increase disposable income as well as improve Lithuania's appeal to foreign investors.

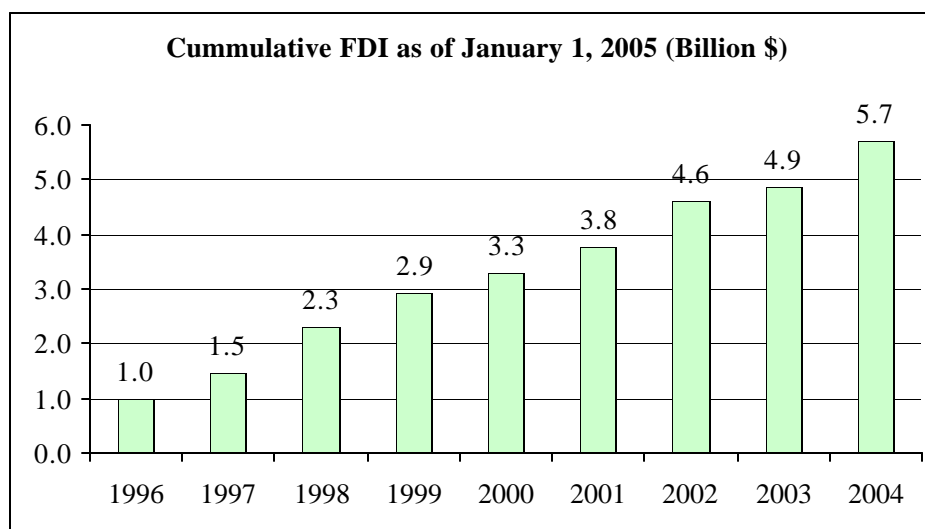


Inflation remained low in 2004 at 2.9 percent; however, it has been on the rise in 2005, mainly due to constant increases in prices for energy resources, raw materials, salaries, and companies' production expenditures. Inflation was negative in 2002 and 2003 leading to increased consumer purchasing power. The appreciation of the Lita with respect to the Dollar and relatively cheaper imported goods; lower prices for agricultural and food products; relative overproduction of food products in the domestic market due to slower export growth all contributed to Lithuania's robust economy. Lithuania is expected to join the Euro zone in January 2007.



The increase in consumption is a result of higher incomes, decreasing unemployment, better access to financial services (credit and leasing requirements are more flexible) as well as the shadow economy which accounted for 20 percent of the GDP. Earnings continue rise, reaching \$462/month in the 2004. Unemployment has significantly decreased from 17.4 percent in 2001 to 11.4 percent in 2004, and decreased further to 7.2 percent in the third quarter of 2005.

In 2004 foreign direct investment (FDI) amounted to \$5.70 billion (16.19 billion Lit) an increase of 18 percent compared with 2003. FDI per capita in Lithuania was \$1,664. FDI in Lithuania soared to \$0.76 billion in 2004, from \$194.44 million in 2003.



Foreign investment in equity amounted to \$307.99 million, reinvestment to \$400 million, and privatization proceeds to \$40 million. The manufacturing sector received the largest percentage of the FDI, at \$410 million, followed by the utilities sector with \$92 million, wholesale and retail trade with \$86 million and banks and other financial institutions with \$77 million. The manufacturing sector accounted for 34 percent of FDI in 2004, wholesale

and retail trade for 16 percent, financial institutions for 14.4 percent, and transportation, warehousing and telecommunications for 14.3 percent.

Cumulative FDI by Sector as of January 1, 2005

Sector	Amount (million \$)	Percent of total
Manufacturing	1.9	34%
Trade	909	16%
Financial intermediation	823	14.4%
Communication services	817	14.3%
Real estate	485	8.5%
Other	729	12.8%

The largest investor was Denmark with 15.2 percent of FDI, followed by Sweden with 15.0 percent, Germany with 11.4 percent, Russia with 8.4 percent, Finland with 7.8 percent and Estonia with 7.6 percent. The EU-25 countries accounted for 76.3 percent of the total investment, the EU-15 for 63.7 percent and the CIS for 8.7 percent.

Top Foreign Investors in the Food Sector

Investor	Origin	Joint Venture/Investment	Industry Sector	Million \$
Philip Morris International	USA	Philip Morris Lietuva	Tobacco Products	102
Carlsberg Breweries A/S; Baltic Beverages Holding	Sweden/ Finland/ Denmark	Svyturys	Brewery	95
Mars Inc.	USA	Masterfoods Lietuva	Pet Food	53
Bryggerigruppen (The Danish Brewery Group)	Denmark	Kalnapiilis	Brewery	47
Dansico Sugar A/S	Denmark	Sugar Factories	Sugar Production	47
Kraft Foods International	USA	Kraft Foods Lietuva	Confectionary & Snacks	45
The Coca-Cola Company	USA	The Coca-Cola Bottlers Lietuva	Soft Drinks	44
Danish Brewery Group	Denmark	Vilniaus Tauras	Brewery	15

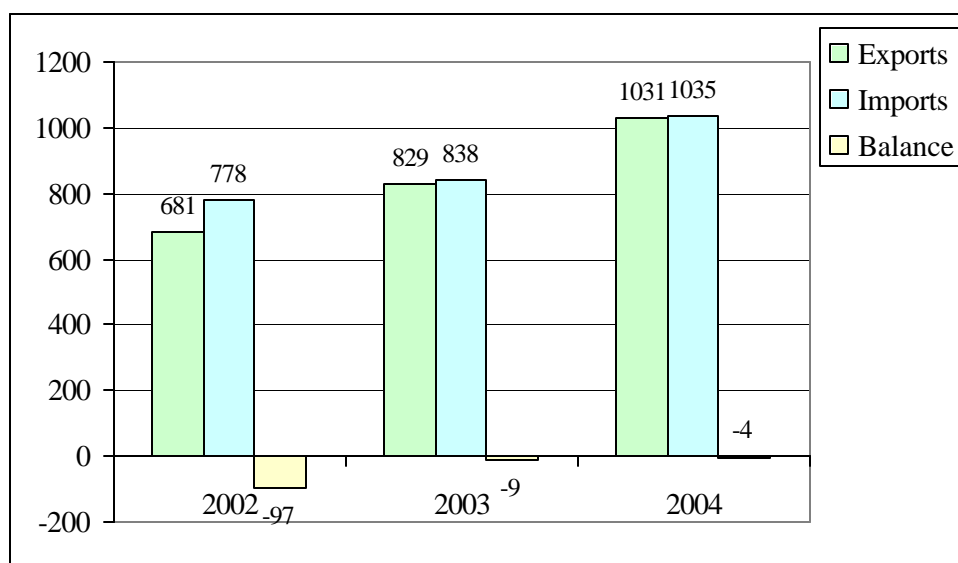
Lithuania Agricultural Trade

Foreign trade revenue in 2004 was \$21.03 billion. Exports were valued to \$9.06 billion, while imports were valued at \$12 billion. In 2004 Lithuania's exports and imports increased 21 percent and 16 percent respectively.

EU accession had a significant impact on Lithuania's foreign trade in foodstuffs. In 2004, compared to 2003, exports of Lithuanian agricultural and food products increased 24 percent and imports 23 percent. The negative food product trade balance decreased to \$4 million. Exports to EU-15 countries and new member countries increased 50 percent, while exports to third countries decreased 10 percent, compared to 2003.

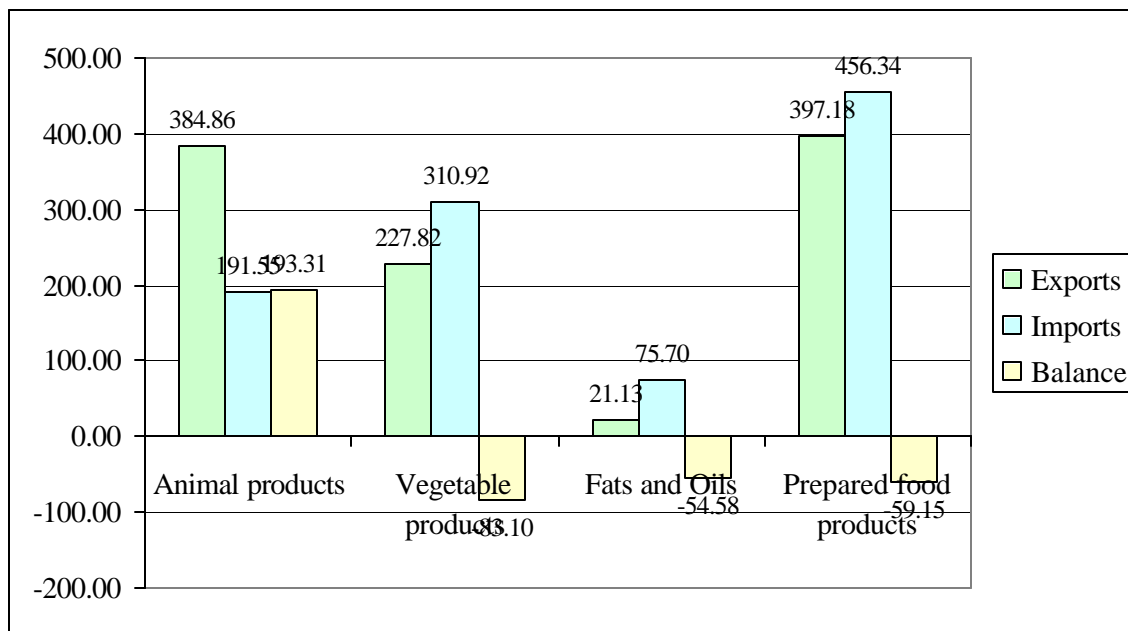
The increase in food product imports from EU-15 and new member countries was smaller, 10 percent and 40 percent respectively. In 2004 the largest agricultural and food products export partners were Germany, Latvia, Estonia, The Netherlands, and Poland. Trade with these countries represented 57 percent of the total value of foreign trade in 2004. The value of imported agricultural and food products (for internal consumption) were valued at \$1 million as were exports of these products.

Lithuanian Foreign Trade in Agricultural and Food Products in 2004 (Million \$)



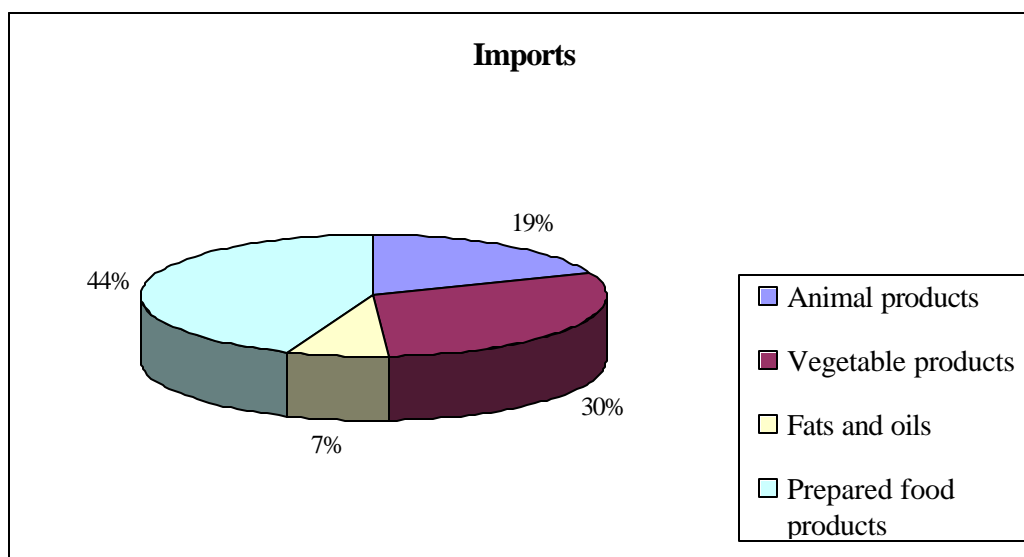
Animal product imports increased 40 percent in 2004 compared with 2003. Imports of vegetables, oils, prepared food products increased 20 percent. The most significant negative trade balance is in vegetable products, primarily due to unfavorable climate conditions which make such production impossible.

Lithuanian Foreign Trade in Agricultural and Food Products by Product Group 2004 (Million \$)



Structure of Exports and Imports of Lithuanian Agricultural and Food Products by Product Group in 2004





Foreign Trade in Agricultural and Food Products by Country Group in 2004 (Million \$)

Country Group	2002	2003	2004
Exports	433.1	490.4	736.8
Imports	650.4	669.1	803.9
Balance	-217.3	-178.7	-67.2
Of which:			
EU-15			
Exports	250.3	284.5	429.3
Imports	425.1	426.6	470.9
Balance	-174.8	-142.1	-41.6
EU-10 (new members) *			
Exports	182.7	205.9	307.4
Imports	225.2	242.5	333.0
Balance	-42.5	-36.6	-25.6
Third countries			
Exports	248.2	338.9	293.9
Imports	127.7	169.4	230.7
Balance	120.5	169.5	63.2
Of which:			
CIS countries			
Exports	150.1	236.6	242.7
Imports	55.5	78.7	87.7
Balance	94.6	157.9	155.0
USA			
Exports	68.3	55.7	22.2

Imports	10.7	15.7	20.0
Balance	57.6	40.0	2.2
Other countries			
Exports	29.9	46.6	29.0
Imports	61.5	74.9	123.0
Balance	-31.7	-28.3	-94.0

*New EU member countries since May 1, 2004

Cheese continued to be the number one export in 2004 as it was in 2003, with exports valued at \$155.63 million, about 15 percent of all exports. The majority of cheese exports were to the United States in 2003, however, in 2004 only 11 percent of cheese was exported to the United States, with 29 percent exported to Russia and 22 percent to Italy. The decreasing value of the Dollar exchange rate against the Euro, was the primary reason for the change.

Baby food, special and medical purpose foodstuffs, sugar and sweeteners, were the largest imports with a total value of about \$49 million. These products were imported primarily from Germany (19 percent), Poland (11 percent), Denmark (9 percent) and Austria (8 percent). Other major imported food products were fish fillet and fish meat, with a total import value of \$41.55 million in 2004. About 19 percent of fish was imported from the United States, 17 percent from Iceland and 13 percent from Norway.

There were significant changes in imports and exports of food and agricultural products in 2004. As export to EU-15 and EU-10 countries increased 50 percent (\$144.72 and \$101.41 million, respectively) exports to third countries were only 90 percent of the previous year's level. Imports from EU-10 and EU-15 countries also increased, but at a slower pace, 10 percent (\$44.37 million) to EU-15 and 40 percent (\$90.49 million) to EU-10 countries. There was an increase of 40 percent in imports from third countries in 2004. Although the agricultural and food products trade deficit with EU countries remains, it did decrease.

Major import partners and products:

- Germany (13 percent or \$139.08 million): soybean oil, coffee, baby food, special and medical foodstuffs;
- Poland (11 percent or \$113.73 million): pork, coffee, apples, and various foodstuffs;
- The Netherlands (10 percent or \$102.46 million): poultry, citrus fruits and nuts.

Agricultural and Food Product Exports and Imports 2002 - 2004 (Thousand Dollars)

	2002		2003		2004	
	Export	Import	Export	Import	Export	Import
Total (01-24 product groups)	681,323.17	778,056.69	829,278.20	838,462.04	1,041,009.26	1,040,358.70
Germany	99,515.81	118,348.87	99,418.70	113,292.82	142,887.89	139,121.41
Poland	10,528.17	51,295.88	21,619.08	55,720.99	29,302.11	113,913.20
The Netherlands	32,559.72	42,917.39	41,081.62	46,054.51	46,986.62	102,534.68
Latvia	123,932.43	45,705.63	121,936.48	50,203.80	178,301.90	97,455.53
Estonia	46,490.25	40,218.91	57,333.91	52,707.15	87,478.77	81,469.30
Denmark	25,156.90	43,797.54	21,825.11	42,108.80	30,869.65	60,468.42
Russia	98,371.97	19,536.80	132,469.15	37,485.85	132,541.44	38,509.05
Spain	7,637.29	28,992.18	6,209.54	33,444.37	19,316.09	35,215.81
France	13,120.56	29,379.26	26,498.24	30,279.12	35,904.65	31,213.84
Ukraine	9,779.79	23,045.35	60,191.27	26,203.84	20,120.42	31,120.63
Hungary	172.99	21,250.11	2,130.42	19,911.30	4,407.04	26,775.95
Italy	14,425.21	19,792.71	18,796.76	21,056.34	54,534.05	23,463.35
Belgium	3,593.10	26,611.23	5,739.72	25,022.85	12,488.13	19,883.42
USA	68,268.98	30,766.16	55,669.15	23,872.75	21,534.08	19,226.16

Source: Lithuania Statistics Department

Market indicators:

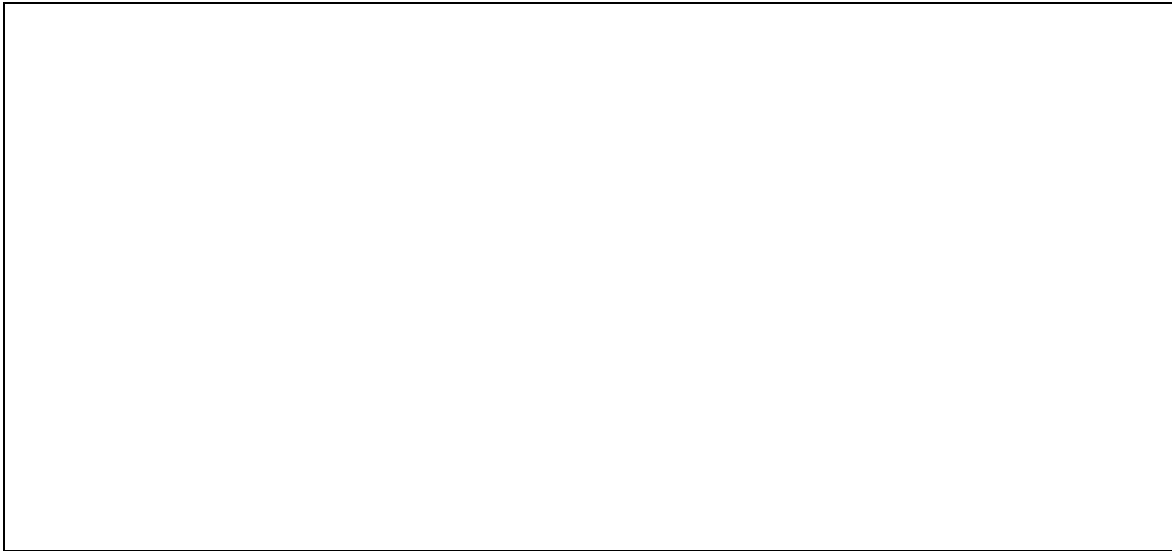
- Lithuania is a relatively small county with a population of 3.4 million, a considerable percentage of which (33 percent) resides in rural areas.
- From 1995 – 2005 the number of children (age 0 – 14) and people age 15 – 59 decreased 26.7 percent and 2.7 percent respectively, while the number of elderly people increased by 9.2 percent.
- The average gross monthly wage was about \$461 in 2004, an increase of 7.9 percent compared with 2003.
- About 18 percent of employment is in the agriculture sector including hunting and fishing
- Food and non-alcoholic beverages account for almost 40 percent of total consumption expenditures. Alcoholic beverage consumption is 2.3 percent, and tobacco is 1.5 percent.
- Average household consumption expenditure for food and non-alcoholic beverages was \$67.71 (per capita per month), \$3.87 for alcoholic beverages and \$2.64 for tobacco products.

Supplier Strengths / Weaknesses – Market Opportunities and Competitive Threats

Advantages	Challenges
Economic stability. Fast growing economy and rising incomes.	Strong competition among manufacturers of food products, especially for traditional foods - milk products, bread, meat.
Well-developed food industry that has gone through privatization and restructuring after regaining independence in 1990.	Significant competition from EU food manufacturers.
Well developed distribution and retail trade systems, rapidly increasing number of supermarkets.	Long shipping distance increases lead-time and price of American food products.
Constant increase of agricultural and food product imports.	Undeveloped business relations between Lithuanian importers of food products and U.S. exporters.
Significant inflows of EU Structural Funds into agriculture, the food industry and rural development in Lithuania.	Lack of information about American achievements and innovations in the agricultural and food processing sectors.
Food producers and processors are open to innovations and place a premium on the quality of raw materials and food additives.	Some EU import restrictions on food produced in U.S.
Need for safe and environmentally friendly food technologies.	The agricultural sector is still undergoing reform, and most small farm production is inefficient.
High quality of American food products.	High market entrance fee.
The value of the Litas has grown 33 percent against the Dollar since being pegged to the Euro.	Market is not very big (3.4 million inhabitants), and food consumption is low.
With the increase of real incomes Lithuanians can afford higher quality food products, organic food and dietary products, etc.	More favorable trade conditions in the EU-25 marketplace.
Purchasing habits are changing fast, and more people are increasingly using shopping centers instead of marketplaces.	Lithuanians tend to buy domestic food products.
Geographical location favorable for east-west transit.	Lack of entrepreneurial culture and lack of access to capital for small and medium enterprises.

Food Sector Structure

The food industry is one of the key sectors of Lithuania's economy. Food and beverage production accounted for 16 percent of total industrial output. It accounts for 4 percent of the GDP, 16 percent of industrial enterprises, and approximately 17 percent of the total employment. The food industry uses a significant amount domestically produced agricultural raw materials, and is closely linked to the agriculture sector. Lithuania has competitive milk products, cheese, meat, poultry, sugar, soft drinks and alcoholic beverage producers. EU subsidies were very important to the competitiveness of Lithuanian food products in third countries.



Local Business Customs/Practices

For business meetings (both in the office and restaurant) it is common to wear a suit and tie. Jeans and sneakers are acceptable casual wear. During office meetings quite often soft drinks, tea, coffee, cookies, and similar snack are served. It is common in Lithuania to shake hands and exchange business cards. Business cards in English are sufficient as English is widely spoken by business people.

It is recommended that company brochures, products specifications and other printed materials be available for meeting participants. Lithuanians may be delighted if one makes an effort to say few words in Lithuanian at the beginning of the meeting.

During the first meeting usually product quality, technical specifications, supply terms and similar questions are discussed, while contracts and agreements are signed after a series of meetings or even later. Contracts should be clear, concise, and translated into both Lithuanian and English.

As there is strong competition on the foodstuffs market, importers may require deferred payment terms even if they buy products from manufacturers or wholesalers for the first time. Letters of credit are possible, but not popular due to higher costs and additional bureaucratic formalities that banks require. Western manufacturers and exporters have established subsidiaries or joint ventures in Lithuania which generally manage logistics, payment and advertisement.

Consumer Tastes and Preferences

Lithuanians are increasingly interested in food quality and safety. They became more concerned in the wake of outbreaks of BSE in the United Kingdom and bird flu in Asia. However, no cases of BSE or other dangerous diseases have been reported in Lithuania. Lithuanians are increasingly aware of genetically modified food products, although there is a lack of knowledge about this issue in Lithuania.

The average monthly salary in Lithuania is about \$461, however, 20 percent of all employed people earn a minimum salary of \$194, as a result Lithuanians are very price sensitive. In light of this, most trade centers are primarily oriented toward cheap foodstuffs, however, some offer more expensive products. An example of this trend is IKI's (major retailer) current development of a network of low price shops. These shops known as Leader Price, will offer about 1,800 food items usually with longer shelf life or frozen food; many of which will be imported from Poland. Another retailer, "RIMI Lietuva" is adopting this strategy and in the summer of 2005 opened extra-low price shops known as SupperNetto. Lidl, a German company has also begun developing a network of low price shops in Lithuania.

According to a recent opinion poll conducted by RAIT Market Research, almost three-fourths of Lithuanians prefer locally produced food to imported food. About 72 percent of those polled indicated product origin significantly influences their buying decisions. Only about 11 percent indicated a neutral attitude toward the origin of products, and 17.4 percent indicated that origin of product was not considered when purchasing food. As for manufactured goods, nearly 33 percent of those polled indicated a preference for domestic products. Among those who prefer domestic food to imports, about 61 percent indicated that Lithuanian products were of higher quality, another 35.6 percent indicated that they wanted to support local producers, 11.5 percent said that local products were cheaper, and 2.2 percent indicated that they were environmentally safer. The poll found that the origin of food products was more important to women than men. The percentage of those who indicated a preference for domestic food was about 76 percent among women and 67.3 percent among men. The poll was conducted February 17–22, 2005.

Labeling Requirements

The rules for labeling products sold in Lithuania are regulated by the Ministry of Economy in accordance with the rules for Labeling and Providing Information on Prices of Goods Sold in Lithuania (State News, 2002, No 50-1927, 2002 May 15, No. 170), as amended on May 8, 2004 (State News, 2004, No. 76-2630) and June 20, 2004 (State News, 2004, No. 96-3551) to be harmonized with relevant EU legislation of foodstuff labeling: European Parliament and EU Council directives 2000/13/EC (labeling, presentation and advertising foodstuffs), 79/112/EEC (labeling foodstuffs), 90/496/EEC (nutrition labeling for foodstuffs), 89/396/EEC (identifying the batch of foodstuff).

This Order and its amendments are available at Seimas (Parliament of Lithuania) data base at: <http://www3.lrs.lt/cgi-bin/preps2?Condition1=166589&Condition2>, <http://www3.lrs.lt/cgi-bin/preps2?Condition1=232834&Condition2> and <http://www3.lrs.lt/cgi-bin/preps2?Condition1=235710&Condition2>.

The labeling order also lists other legal acts related to labeling, importing and storing agricultural products, foodstuffs and food additives. These laws apply to all entities importing, selling, transporting or packaging foodstuffs: manufacturers, importers, and representatives of manufacturers, distributors, and sellers.

According to the requirements of the Order "Regarding Rules on Labeling and Providing Information on Prices of Goods Sold in the Republic of Lithuania" The following information is required on all labels to be placed on foodstuffs:

- Name of the product;
- Name of the manufacturer or trademark;
- For imported goods – name of the country of residence of the manufacturer;
- Country of product origin, if it is different from the country of the manufacturer's residence;
- Name of the importer or trademark and address;
- Date of expiration of the product. Depending on the product, terms 'Suitable for use until...', 'Best until...' can be used;
- Date of manufacturing of the product;
- Storage conditions;
- Purpose of product, if it is not clear from its name; instructions for use, if needed for the safe and proper use of product;
- Sale price and price of one standard unit of product;
- Composition (ingredients) of the product, in descending order by mass of the ingredient.

All labels must be in the Lithuanian language, visible, easily readable, non-erasable, clear, and not misleading to consumers. Information describing product safety requirements, product purpose, and product use can be in graphical form, but pictures cannot be used instead of the name of the product. Adhesive labels in the Lithuanian language are allowed.

Food Additives Regulations

Hygienic Norm HN 53:2003, (State News, 2004, No. 45-1491), regulates the use of food additives in Lithuania. It is available at <http://www3.lrs.lt/cgi-bin/preps2?Condition1=230886&Condition2> (in the Lithuanian language). It contains a list of food additives, food additives allowed for use by Quantum Satis principle, antioxidants, sweeteners, colors, and the maximum allowed concentrations in different foodstuffs.

This Hygienic Norm is harmonized with the following EU legislation on food additives:

- Directive 2003/52/EC of the European Parliament and of the Council of June 18, 2003 amending Directive 95/2/EC as regards the conditions of use for a food additive E 425 konjac;
- Directive 97/60/EC of the European Parliament and of the Council of October 27, 1997 (third amendment) Directive 88/344/EEC on the approximation of the laws of the Member States on extraction solvents used in the production of foodstuffs and food ingredients;
- Directive 96/83/EC of the European Parliament and of the Council of December 19, 1996 amending Directive 94/35/EC on sweeteners for use in foodstuffs;
- Decision No 292/97/EC of the European Parliament and of the Council of December 19, 1996 on the maintenance of national laws prohibiting the use of certain additives in the production of certain specific foodstuffs;
- European Parliament and Council Directive no 95/2/EC of February 20, 1995 on food additives other than colors and sweeteners;
- European Parliament and Council Directive 94/34/EC of June 30, 1994 amending Directive 89/107/EEC on the approximation of the laws of Member States concerning food additives authorized for use in foodstuffs intended for human consumption;
- European Parliament and Council Directive 94/35/EC of June 30, 1994 on sweeteners for use in foodstuffs;
- European Parliament and Council Directive 94/36/EC of June 30, 1994 on colors for use in foodstuffs;

- Council Directive of December 21, 1988 on the approximation of the laws of the member states concerning food additives authorized for use in foodstuffs intended for human consumption (89/107/EEC);
- Council Directive of June 13, 1988 on the approximation of the laws of the member states on extraction solvents used in the production of foodstuffs and food ingredients (88/344/EEC).

As the list of allowed food additives may vary slightly from country to country, it is recommended that U.S. exporters check whether the product to be exported to Lithuania meets all local ingredient requirements. All food additives are required to be identified on the product label. Food additives must be marked with the letter E followed by the three-digit or four-digit European Union registration number. Foodstuffs are not required to have labels in the Lithuanian language upon entry into Lithuania. Usually labels in the Lithuanian language are affixed at the wholesale and retail levels; however, it is mandatory that each product be labeled in the Lithuanian language prior to being sold.

Market Sector Structure and Trends

Wholesale and Retail Sector

Retail trade is one of the most rapidly developing sectors in Lithuania's economy. With domestic demand rapidly increasing, retail sector revenue totaled \$6.9 million in 2004 a 9.3 percent increase compared with 2003. Revenue for sales of alcoholic beverages and tobacco products increased 7.2 percent. Retail trade revenue at market places totaled \$428 million in 2004, a 1.1 percent decrease compared to 2003.

In 2004 the largest retailers continued to expand rapidly both domestically and regionally. These retailers have expanded to neighboring counties including Latvia, Estonia, Poland and well as Romania. The potential for developing shopping centers beyond the major cities of Vilnius, Kaunas and Klaipeda remains high.

There are in general five categories of retail outlets: supermarkets, small- and medium-sized stores, kiosks, gas stations and marketplaces. The total number of shops in the retail sector has stabilized at 16,000, however, the tendency toward market concentration into hyper- and supermarkets may influence the numbers downward. As major retailers continue to develop large shopping centers, small retailers are being forced into bankruptcy or into forming retail associations.

VP Market continues to be the largest retail company in Lithuania with a 22.4 percent share of the retail market and 34.5 percent share in the food product category. Other important retail chains are "Iki" (10.1 percent), "RIMI Lietuva" (5.3 percent), "Aibes mazmena" (5 percent) and "Norfos mazmena" (4.2 percent). Food retailers source supplies primarily through wholesalers or directly from food producers. These retail chains account for about 47 percent of the retail market in Lithuania. This level of market penetration is considered low compared to the level of retail penetration in Western countries, where they usually account for 80-90 percent of the market.

The largest Baltic retail chain, VP Market is a privately owned Lithuanian company with sales in 2004 of \$1.4 billion. VP Market has grown into an international chain and now owns 195 shopping centers in Lithuania, 89 in Latvia, 21 in Estonia, 8 in Romania and 1 in Bulgaria. In 2005 VP Market plans to open 100 new shopping centers, an investment of about \$120 million. VP Market has subsidiaries such as Minima, Media, Maxima, Maxima Baze and Hyper Maxima.

VP Market and Rimi have developed large hypermarkets. Rimi and Maxima hypermarkets offer a range of products from food to household tools, car accessories and electronics, while "Iki" continues to develop neighborhood supermarkets and stores offering a similar range of products at low prices. Supermarkets and hypermarkets in major cities are becoming more popular, as they attract significant flows of customers, serving as host to restaurants, cinemas, and dry cleaning, etc.

Market Shares of Major Retail Chains (2002)

Retail chain	Market shares of major retail chains		
	Total Billion \$	Type:	
		Food products	Non-food products
Revenue	2,938.35	1,545.56	1,392.78
VP Market	22.4%	34.5%	8.9%
IKI	10.1%	16.5%	3%
RIMI Lietuva	5.3%	8%	2.2%
Norfos mazmena	4.2%	6.8%	1.3%
Aibes mazmena	5%	6.9%	1.9%

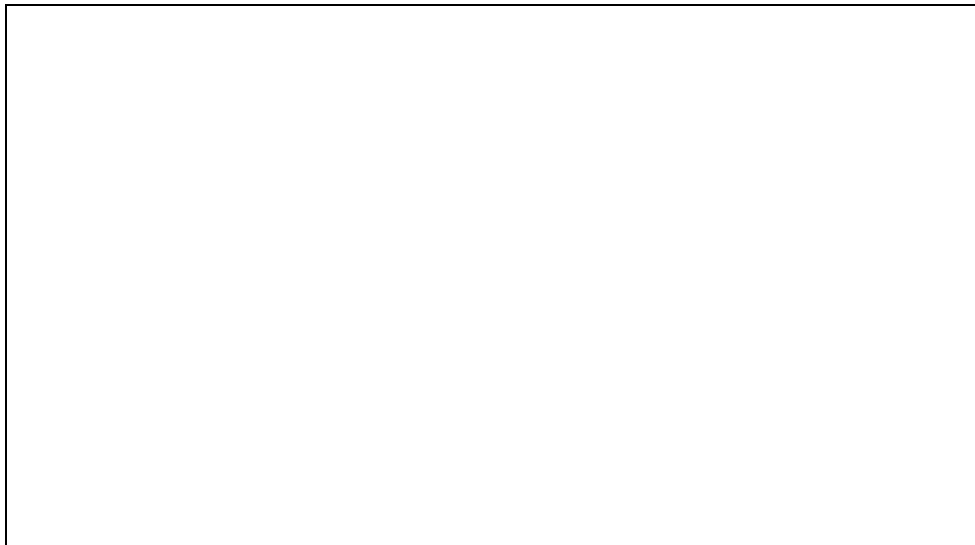
Major Retail Chains (2002)

Retail chain	Shops		Size of shops by sales area				
	Number	Sales area, sq. feet	Up to 394 sq. feet	394-1,309 sq. feet	1,312-3,276 sq. feet	3,280-8,197 sq. feet	8,200 sq feet and above
Total	8,049	4,189,170	19,942	4,747	1,151	475	85
			75.5%	18.0%	4.4%	1.8%	0.3%
VP Market	161	369,397	16	305	131	52	23
			3%	57%	24.8%	9.9%	4.3%
IKI	107	271,919	10	135	108	92	6.5
			2.8%	38.3%	30.8%	26.2%	1.9%
RIMI Lietuva	35	148,047	0	16.4	72.	16.4	10
			0	14.3%	62.9%	14.3%	8.6%
Norfos mazmena	45	109,632	0	49	62	33	3.28

			0	33.3%	42.2%	22.2%	2.2%
Aibes mazmena	362	235,872	708	400	55.7	19.6	3.28
			59.6%	33.7%	4.7%	1.7%	0.3%

Source: Competition Council of the Republic of Lithuania

According to a recent AC Nielsen survey, the number of small and average size shops is decreasing, as large trade centers dominant the retail market. There are 9,700 food retail stores in Lithuania, although trade centers (with sales space of 984 – 8,202 sq. feet) and hypermarkets (more than 8,202 sq. feet) account for only 3 percent of the total number of stores (compared with 20 percent in Western Europe). This is significant because they now represent nearly 56 percent of the retail market. During 2004 revenue from retail trade for the four largest retail chains increased 8 percent and represented 66 percent of total retail trade.



According to the survey, the average Lithuanian visits large trade centers – supermarkets or hypermarkets every other day and spends 93 percent of his/her total expenditure there. Market places remain competitive with big trade centers for products such as vegetables and fresh meat, while kiosks and gas stations compete with supermarkets in sales of such products as cigarettes and alcoholic beverages.

Hotel, Restaurant and Institutional Sector

Hotels, restaurants and the catering sector began to develop in the late eighties and gained momentum during the 1990s. Over the past several years, revenue for restaurants, bars and catering enterprises has increased steadily. In 2003 the increase was 17 percent above the 2002 level.

Restaurant and Bar Revenue (million \$ VAT excluded)

	2000	2001	2002	2003
Retail sale of food products, alcoholic beverages and food products	2.0	1.9	2.1	2.3
Retail sale of non food products	1.3	1.4	1.5	1.6
Restaurants, bars and other catering enterprises	123	127	151	178

In 2004 revenue for restaurants, bars and catering enterprises was \$206 million, a 14 percent increase compared with 2003. This high growth can be attributed to the constantly increasing number of foreign tourists (3.6 million visitors in 2004), especially from Western Europe, and an increasing number of Lithuanians who can afford to dine at restaurants.

Revenue from tourism was \$800 million in 2004, 17 percent more than in 2003. The total number of guests in Lithuania's lodging establishments rose 32.5 percent to 1.12 million in 2004. At least 53 percent were foreign visitors. For instance, hotels and other lodging in Vilnius posted a 42.7 percent rise, to 378,200, in total number of guests in 2004. The number of foreign guests surged 45.6 percent to 221,200. Budget airline Ryanair planed to begin operations in Kaunas by the end of 2005, as a result tourism is expected to continue to grow. The following international hotel chains are present in Lithuania: Holiday Inn, Le Meridien, Novotel, Radisson SAS, Reval, however, the majority of the hotels in Lithuania are owned by local entrepreneurs and are generally small to medium size and located in major cities and resort areas.

Pizza restaurants are gaining in popularity, especially with young people, in addition to the popularity of foreign cuisines, such as French, Italian, Russian, but in particular Asian. Chinese restaurants can be found in major Lithuanian cities. The highest quality catering companies are located in major cities and health resorts. Most restaurants are locally owned and small to medium in size. As for American restaurant chains, only McDonalds has several restaurants in Vilnius, Kaunas and Klaipeda.

Number of Restaurants and other Catering Enterprises

	2000	2001	2002	2003
Number of Restaurants, bars and canteens	2,489	2,433	2,563	2,752
Number of seats, thousands	108	107	116	130
Average seats per catering unit	43.4	44.0	45.3	47.2

Key Contacts and Further Information

Lithuanian State Institutions, Associations, Chamber of Commerce

Organization	Address	Phone	Fax	Email, web address
Parliament of the Republic of Lithuania (Seimas)	Gedimino av. 53, Vilnius, Lithuania	+(370-5) 239 64 03	+(370-5) 239 63 69	bendrasis@lrs.lt http://www.lrs.lt
Government of the Republic of Lithuania	Gedimino av. 11, LT-2039 Vilnius, Lithuania	+(370-5) 266 38 49	+(370-5) 266 38 77	mp.sekretore@lrvk.lt http://www.lrv.lt
Ministry of Agriculture of the Republic of Lithuania	Gedimino av. 19 (Lelevelio str. 6), LT-2025, Vilnius, Lithuania	+(370-5) 239 10 32	+(370-5) 239 12 12	zum@zum.lt http://terra.zum.lt
Ministry of Economy of the Republic of Lithuania	Gedimino av. 38/2, LT- 2600 Vilnius, Lithuania	+(370-5) 262 24 16	+(370-5) 262 39 74	kanc@ukmin.lt http://www.ekm.lt
Ministry of Health of the Republic of Lithuania	Vilniaus str. 33, LT-2001 Vilnius, Lithuania	+(370-5) 266 14 00	+(370-5) 266 14 02	regina.zilinskiene@sam.lt http://www.sam.lt
State Food and Veterinary Service	Siesiku str. 19, LT 2010 Vilnius, Lithuania	+(370-5) 240 43 61	+(370-5) 240 43 62	vvt@vet.lt http://www.vet.lt
National Veterinary Laboratory	J.Kairiukscio str. 10, LT-2021 Vilnius, Lithuania	+(370-5) 278 04 70	+(370-5) 278 04 71	vvt@vet.lt http://www.vet.lt
Border and Transport State Veterinary Service	Siesiku str. 17, LT-2010 Vilnius, Lithuania	+(370-5) 240 43 40	+(370-5) 240 43 41	ptvvt@vet.lt http://vetlt1.vet.lt/
Lithuanian Customs	A.Jakšto str. 1/25, LT-2600 Vilnius, Lithuania	+(370-5) 212 64 15	+(370-5) 212 49 48	info@cust.lt http://www.cust.lt/en/
State Enterprise Lithuanian Agricultural and Food Products	L. Stuokos - Guceviaus st. 9 - 12 Vilnius, LT –	+(370-5) 268 50 50	+(370-5) 268 50 61	info@litfood.lt http://www.litfood.lt/

Market Regulation Agency	01122, Lithuania			
Association of Lithuanian Chambers of Commerce, Industry and Crafts	J.Tumo-Vaižganto st. 9/1-63a, Vilnius, Lithuania	+ (370-5) 2612102		info@chambers.lt http://www.chambers.lt/en/index.php
American Chamber of Commerce in Lithuania	Lukiskiu st. 5, Room 204 LT-01108, Vilnius, Lithuania	(370-5) 261 11 81	(370-5) 212 6128	acc@acc.lt; acc@iti.lt http://www.acc.lt/en/index.php
Lithuanian Association of Breweries	Aludariu st. 1/2, 2649 Vilnius.	+370 5 249 8495	+370 5 249 6916	info@aludariai.lt
Lithuanian Association of Agricultural Machinery	Verkiu st.5, 2005 Vilnius.	+370 5 275 24 52	. +370 5 275 2452	
Lithuanian Association of Dairy Enterprises "Pieno centras"	Vykinto 7-3 st., 2004 Vilnius, Lithuania	: +370 5 271 55 52,	: +370 5 271 55 53,	pienocentras@post.omnitel.net
Association of Lithuanian Food Producers "Lietuvos maisto pramone"	A.Vieniuolio st. 8, 2600 Vilnius.	: +370 5 262 70 22	: +370 5 212 44 47	
Lithuanian Association of Grain Processing Enterprises	A.Smetonos st. 8-5, 2600 Vilnius, Lithuania	: +370 5 210 71 00	: +370 5 262 51 04	lpga@gmx.net
Lithuanian Association of Meat Processing Enterprises	A.Vieniuolio st. 8, 2600 Vilnius, Lithuania	+370 5 212 68 14	+370 5 212 68 14	Impa@takas.lt
Lithuanian Association of Sugar Industry Enterprises "Cukrus"	Kaštonu st. 3-8, 2001 Vilnius, Lithuania	+370 5 262 84 22	+370 5 262 84 22	asocukrus@takas.lt

Main Lithuanian Food and Agricultural Sector Companies

Company	Turnover in 2004, Thousand \$	Main activities	Number of Employee s	Address	Tel./Fax	Email, Web Pag
VP Market, UAB	1,281,097	Trade in food and non food products, management of retail chain	20,570	Vilnius, Savanoriu st. 247	+370 (5)2686787/2686 700	vpmarket@vpmai , www.vpmarket.
Palink, UAB	363,609	Trade in food and non food products, management of retail chain	5,300	Vilnius, Lentvario st. 33	+370 (5)2601700/2601 781	info@iki.lt, www.
Sanitex, UAB	313,380	Wholesale trade, logistics	1,650	Kaunas, Raudondvario rd. 131	+370 (37)401111/4011 11	sanitex@sanitex. www.sanitex.lt
MG Baltic	282,125	Wholesale trade, logistics	n.d.	Vilnius, J.Jasinskio st. 16	+370 (5)2786219/2786 206	info@mgbaltic.lt, www.mgbaltic.lt
Norfos mažmena, UAB	276,107	Trade in food and non food products, management of retail chain	3,308	Vilnius, Verkiu st. 29	+370 (5)2700046/2737 032	norfa@norfa.lt, www.norfa.lt
Rokiškio suris, AB,	158,941	Dairy production	1,998	Rokiškis, Pramones st. 3	+370 (458)55200/5530 0	rokiskis@rsuris.lt www.rsuris.lt
Rimi Lietuva, UAB	157,746	Trade in food and non food products, management of retail chain	2,000	Vilnius, Savanoriu pr. 16	+370 (5)2461100/2461 033	info@rimi.lt , www.rimi.lt
CBA Aibe	146,831	Trade in food and non food products, management of retail chain	n.d.	Vilnius, Savanoriu pr. 247	+370 (5)2686686/2686 665	aibe@aibe.lt, www.aibe.lt
Pieno žvaigždes, group of companies	139,969	Dairy production	2,882	Vilnius, Laisves pr.125	+370 (5)2461414/2461 415	info@pienozvaigz , www.pienozvaigz
Žemaitijos pienas, AB	119,357	Dairy production	2,253	Telšiai, Sedos st. 35	+370 (444)22201/7489 7	z.pienas@telsiai.c el.net
Masterfoods, UAB	111,202	Production of animal food, wholesale trade in foodstuff	n.d.	Gargzdai, Statybininku st. 2	+370 (46)394901/3949 09	

Švyturys-Utenos alus, UAB	106,620	Brewery	469	Vilnius, Metalo st. 2	+370 (5)2397600/2397610	sua@sua.lt , www.svyturys.lt, http://www.uten.lt
Litagros grupe,	89,192	Production and sales of agricultural products	714	Vilnius, Savanoriu pr. 173	+370 (5)2361600/2361601	office@litagra.lt; http://www.lyta.lt
Kraft Foods Lietuva, AB	83,883	Production of foodstuffs, trade	600	Kaunas, Taikos pr. 33	+370 (37)305110/305244	www.kraftfoods.lt
Bennet Distributors, UAB	64,789	Wholesale trade, logistics	250	Vilnius, Metalo st. 2b	+370 (5)2131611/2339184	info@bennet.lt, www.bennet.lt
Marijampoles pieno konservai, UAB	51,783	Production of foodstuffs, trade	647	Marijampole, Kauno st. 117	+370 (343)98450/98431	info@milk.lt, www.milk.lt
Krekenavos agrofirmos grupė	46,709	Meat processing	1,011	Panevėžys distr., Krekenava	+370 (45)505300/505331	valdas@krekenav.lt, www.krekenav.lt
Danisco Sugar Panevėžys, AB	44,636	Sugar production	n.d.	Panevėžys, Imonių st. 22	+370 (45)503666/503630	panevezys@danisco.lt
Malsena, AB	36,543	Grain processing	295	Panevėžys, J. Janonio st. 12	+370 (45)461133/466235	info@malsena.lt, www.malsena.lt
Kalnapilio-Tauro grupe, AB	35,402	Brewery	n.d.	Panevėžys, Taikos al. 1	+370 (5)2123754	info@kalnapilis.lt www.kalnapilis.lt
Alita, AB	35,286	Production of alcoholic beverages	413	Alytus, Miškininkų st. 17	+370 (315)57243/79467	alita@alita.lt, www.alita.lt
Kretingos grūdai, AB	33,419	Grain processing	126	Kretinga, Tiekėjų st. 41	+370 (445)77066/77072	info@kgrudai.lt, www.kgrudai.lt
Agrovet, UAB	33,099	Meat processing	240	Klaipėdos r., Kretingalė	+370 (46)446576/446515	info@agrovet.lt, www.agrovet.lt
Stumbras, AB	31,612	Production of alcoholic beverages	650	Kaunas, K. Bugos st. 7	+370 (37)308800/308833	stumbras@stumbras.lt www.stumbras.lt
Nematekas, ŽUB	26,831	Meat processing	573	Kaišiadorys distr., Rumšiškio sen., Dovainonių village	+370 (346)46723/69377	nematekas@nematekas.lt http://www.nematekas.lt/
Vilkyškių pieninė, UAB	26,461	Production of milk products	403	Pagegių municipality, Vilkyškiai	+370 (441)55330/55242	info@cheese.lt , www.cheese.lt
Ragutis, AB	22,852	Brewery	191	Kaunas, Kaunakiemio st. 2	+370 (37)324345/321503	info@ragutis.lt, www.ragutis.lt

Kraitene, UAB	22,239	Production of fish and milk products, distribution of frozen food	700	Marijampoles distr., Fabriko st. 8	+370 (343)92745/92747	kraitene@kraitene.lt www.kraitene.lt
Kaišiadoriu paukštynas, AB	21,981	Poultry production	683	Kaišiadorys, Paukštininku st. 15	+370 (346)51034/52310	pastas@kaispauk.lt http://www.kaispauk.lt/
Alvas ir Ko, UAB	18,310	Wholesale trade	150	Panevėžys, Rekliu st. 1a	+370 (45)516131/508586	info@alvas.lt, www.alvas.lt
Gubernija, AB	17,736	Brewery	338	Šiauliai, Dvaro st. 179	+370 (41)591900/591911	http://www.gubert.lt/
Delano, UAB	14,472	Catering	729	Vilnius, Naugarduko st. 99	+370 (5)2744 608/ 2744 603	delano@delano.lt www.delano.lt
Lupra, UAB	13,098	Wholesale and retail trade	291	Šiauliai, Pramones st. 21	+370 (41)501032/540181	lupra@takas.lt

* - as of December 2004

n.d. - data not available

UAB - closed stock company

AB - stock company

Trade Fairs in Lithuania

Show dates

May 10 – 13, 2006

Organizers

Agrobalt
Trade fair for agriculture, food and packaging industry

Lithuanian Exhibition Center "Litexpo", Laisves ave. 5,
LT- 04215 Vilnius
Project Manager Mrs. Saule Skaceviciene
phone: (+370-5) 2686829,
fax: (+370-5) 2686826,
e-mail: saule@litexpo.lt, <http://www.litexpo.lt>

November 09 – 11, 2006

BaltShop.BaltHotel.BaltGastro International
Exhibition of Shop, Hotel, Restaurant requisites and
Grocery

Lithuanian Exhibition Center "Litexpo",
<http://www.litexpo.lt>
Project Manager Mrs. Saule Skaceviciene

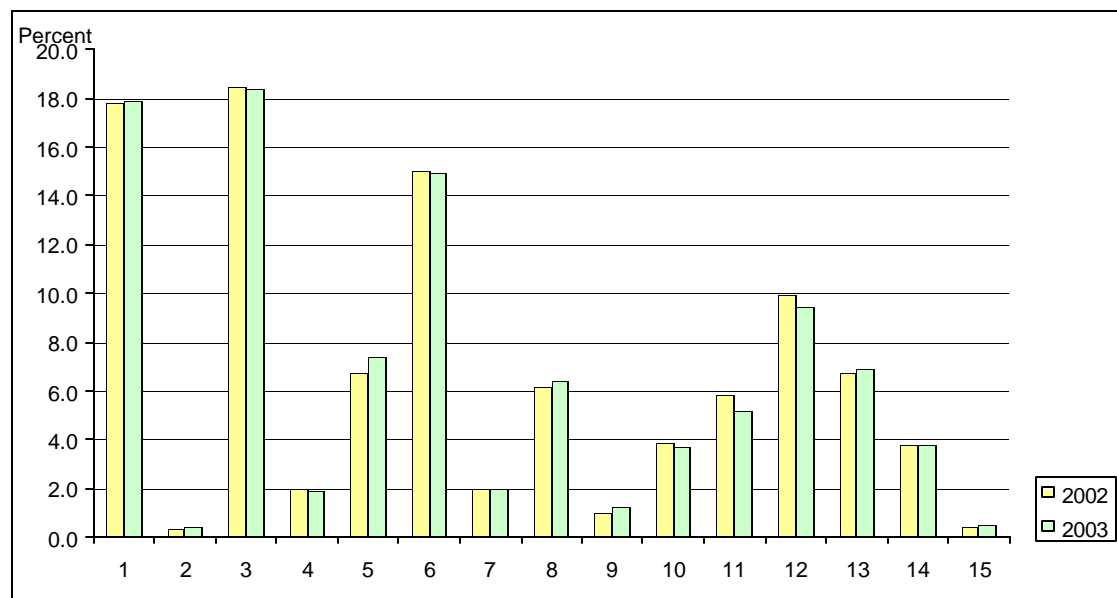
Appendix 1. Statistics

Key Trade and Demographic Information

Territory	65,300 sq. kl 25,206 sq. miles
Total population (as of January 1, 2004) / Annual Growth Rate (%)	3,445,857 / -3.0%
Urban Areas / Annual Growth Rate (%)	2,297,400 / -1.7 %
Rural Areas / Annual Growth Rate (%)	1,148,457 / -5.6%
Density, population per sq. km	52.8
Real GDP Growth	6.7 %
Labor force	1,641,900
Employed:	
Public sector	403,900
Private sector	1,034,100
Unemployed	203,900
Labor force employment rate (age 15 – 64):	
Males	63.7%
Females	58.4%
Unemployment rate (in 2005)	7.2%
Average monthly gross earnings (in 2004)	\$462

The Lita is pegged to the Euro at a rate of 1 EUR = 3.4528 Lit. An exchange rate of \$1 = 2.84 LTL was used to convert Lit. into US dollars. This is the official Central Bank of Lithuania exchange rate as of August 22, 2005.

Employment by Economic Sector



	2002	2003
1Agriculture, hunting, forestry and fishing	17.8	17.9
2Mining and quarrying	0.3	0.4
3Manufacturing	18.5	18.4
4Electricity, gas and water supply	2.0	1.9
5Construction	6.7	7.4
6Wholesale and retail trade; repair of motor vehicles, motorcycles and personal and household goods	15.0	14.9
7Hotels and restaurants	2.0	2.0
8Transport, storage and communication	6.2	6.4
9Financial mediation	1.0	1.2
10Real estate, business activities	3.9	3.7
11Public administration and defense, compulsory social security	5.8	5.2
12Education	9.9	9.4
13Health and social work	6.7	6.9
14Other community, social and personal service activities	3.8	3.8
15Private households with employed persons	0.4	0.5

Household consumption expenditures (percent)

	2002	2003
Consumption expenditure	100.0	100.0
Food and non-alcoholic beverages	38.4	39.5
Alcoholic beverages	2.0	2.3
Tobacco	1.6	1.5
Clothing and footwear	7.9	7.9
Housing, water, electricity, gas and other fuel	13.2	12.7
Furnishings, household equipment and routine maintenance of the house	5.3	3.8
Health care	5.3	4.9
Transport	7.1	8.6
Communication	5.0	5.2
Recreation and culture	4.9	4.3
Education	0.6	0.8
Hotels, cafes, restaurants, canteens	4.3	4.2
Miscellaneous goods and services	4.4	4.3

Average annual retail prices for main foodstuffs (\$ per kilo)

	2001	2002	2003
Beef with bone (I category)	3.66	3.32	2.20
Chicken boilers (I category)	3.37	2.75	2.15
Boiled sausages	4.60	4.46	4.00
Alive carp	2.27	2.85	2.47
Butter	2.99	3.60	4.03
Pasteurized milk (2.5% fat)	0.49	0.48	0.57
Sour cream (25% fat)	2.32	2.01	2.15
Curd (9% fat)	2.78	3.02	3.38
Hen's eggs, per 10 pieces	0.98	0.81	0.97
Sugar	1.05	1.13	1.14
Wheat flour, best quality	0.49	0.47	0.46
Rye-wheat bread	0.76	0.76	0.75
Rice	0.70	0.62	0.56
Potatoes	0.26	0.43	0.26
Vodka produced in Lithuania of 40% alcohol, per liter	8.77	8.42	8.44

Producer price indices of agricultural products (2001-2003)

	2001	2002	2003
Total index	114.7	99.6	89.2
Crop products	113.3	112.6	90.0
Cereals	95.5	104.3	98.3
Soft wheat	93.4	101.2	98.0
Rye	95.5	107.5	95.2
Barley	96.8	108.7	97.9
Industrial crops	97.6	96.3	99.3
Rape seed	109.3	107.7	100.6
Sugar beet	93.2	92.4	99.8
Flax fiber	65.4	92.3	100.1
Protein crops	103.7	91.7	94.2
Vegetables	97.1	75.1	172.2
Tomatoes	113.2	80.3	130.7
Cabbages	79.3	98.0	161.8
Cucumbers	123.7	51.0	235.5
Carrots	92.6	58.9	217.4

Producer prices of crop products (\$ per ton)

	2001	2002	2003
Cereals grain			
wheat	132	136	133
rye	136	138	137
barley	130	135	125
oat	100	106	111
triticale	106	113	110
buckwheat	254	169	179
Dried pulses	192	170	160
Sugar beet	57	53	50
Flax fiber	339	312	325
Rapeseed	244	262	264
Potatoes	152	90	86
Vegetables	381	301	383
cabbages	140	225	182
cucumbers	680	406	586
onions	160	235	295
beetroot	116	127	139

carrots	168	195	229
tomatoes	871	645	871
Fruit and berries	34	49	53
apples	32	43	49
strawberries	652	842	1268
black currants	632	442	394

Consumption of main foodstuffs per capita (kilograms)

	1997	1998	1999	2000	2001	2002	2003
Meat and meat products	51	53	54	50	44	52	59
excluding category II edible meat offals	43	44	45	43	40	48	54
Milk and dairy products	203	190	208	272	281	283	287
Eggs, pieces	187	187	180	175	204	216	211
Bread and grain products	153	153	142	137	131	130	124
Potatoes	129	136	132	135	130	119	118
Vegetables	73	81	87	88	86	81	95
Fruit and berries	62	63	58	63	62	62	61
Sugar	28.0	30.6	27.1	27.9	32.4	27.5	26.0
Oil and margarine	13.3	13.4	13.1	16.5	16.8	15.6	...
Fish and fish products	11.8	13.0	13.2	13.9	14.4	12.0	...

Source: Statistical Yearbook of Lithuania 2004

Foodstuffs and agricultural products exports and imports

(2002 - 2004 and first quarter of 2005), thousand \$

	Exports			
	2002	2003	2004	2005 I Q
Total	6,731,493	7,486,842	9,059,142	4,320,371
Foodstuffs and Agricultural products	681,323	829,278	1,030,626	476,048
Section I 01-05	254,174	270,798	388,288	160,538
Live animals; animal products				
1 Live animals	15,852	13,048	16,880	7,884
2 Meat and edible meat offal	14,370	16,097	33,353	20,839
3 Fish and crustaceans, molluscs and other aquatic invertebrates	35,993	48,886	59,371	31,806
4 Dairy produce; birds' eggs; natural honey; edible products of animal origin, not elsewhere specified or included	186,656	190,720	275,159	98,470
5 Products of animal origin, not elsewhere specified or included	1,305	2,046	3,525	1,539
Section II 06-14	108,159	202,135	224,122	119,249
Vegetable products				
6 Live trees and other plants; bulbs, roots and the like; cut flowers and ornamental foliage	581	1,032	2,005	613
7 Edible vegetables and certain roots and tubers	18,784	36,829	44,466	9,343
8 Edible fruit and nuts; peel of citrus fruits or melons	15,638	19,656	32,811	17,947
9 Coffee, tea, maté and spices	6,915	9,064	8,010	4,115
10 Cereals	39,634	92,355	88,156	61,430
11 Products of the milling industry; malt; starches; inulin; wheat gluten	2,004	4,542	12,178	6,447
12 Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medicinal plants; straw and fodder	24,457	38,362	36,087	19,128
13 Lac; gums, resins and other vegetable saps and extracts	114	186	318	174
14 Vegetable plaiting materials; vegetable products not elsewhere specified or included	32	107	93	51
Section III 15	17,246	14,755	20,997	10,395
15 Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal or vegetable waxes	17,246	14,755	20,997	10,395
Section IV 16-24	301,744	341,591	397,219	185,865
Prepared foodstuffs; beverages, spirits and vinegar; tobacco and manufactured tobacco substitutes				

16 Preparations of meat, of fish or of crustaceans, molluscs or other aquatic invertebrates	42,323	50,322	62,628	33,296
17 Sugars and sugar confectionery	14,220	20,135	39,651	20,234
18 Cocoa and cocoa preparations	23,261	34,692	32,030	12,971
19 Preparations of cereals, flour, starch or milk; pastrycooks' products	8,816	10,788	17,853	9,015
20 Preparations of vegetables, fruit, nuts or other parts of plants	17,929	21,067	17,558	6,764
21 Miscellaneous edible preparations	22,321	23,146	32,486	13,832
22 Beverages, spirits and vinegar	16,714	14,460	17,461	7,231
23 Residues and waste from the food industries; prepared animal fodder	119,283	134,867	130,804	62,731
24 Tobacco and manufactured tobacco substitutes	36,877	32,115	46,747	19,790

Trade between Lithuania and USA;

2002 – 2004 and January – April 2005, Thousand \$

		Exports			
		2002	2003	2004	2005 01-04
	Total	137,391.27	111,583.59	44,517.43	3,905.70
	Section I 01-05	124,530.81	99,539.37	34,813.45	888.17
	Live animals; animal products				
1	Live animals	273.20	188.52	336.94	59.30
2	Meat and edible meat offal	117.08	23.45	52.46	65.30
3	Fish and crustaceans, molluscs and other aquatic invertebrates	954.54	598.84	518.80	185.10
4	Dairy produce; birds' eggs; natural honey; edible products of animal origin, not elsewhere specified or included	123,185.77	98,728.56	33,905.21	578.30
5	Products of animal origin, not elsewhere specified or included	0.18	-	-	-
	Section II 06-14	3,048.84	2,609.44	1,094.08	107.40
	Vegetable products				
6	Live trees and other plants; bulbs, roots and the like; cut flowers and ornamental foliage	26.48	5.81	11.65	0.10
7	Edible vegetables and certain roots and tubers	970.70	1,151.62	350.67	4.00
8	Edible fruit and nuts; peel of citrus fruits or melons	386.44	324.89	429.79	-
9	Coffee, tea, maté and spices	1,440.18	872.64	203.20	69.50
10	Cereals	7.57	1.30	1.06	-
11	Products of the milling industry; malt; starches; inulin; wheat gluten	72.54	169.19	31.65	3.70
12	Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medicinal plants; straw and fodder	135.99	79.19	66.06	29.90
13	Lac; gums, resins and other vegetable saps and extracts	-	4.75	-	-
14	Vegetable plaiting materials; vegetable products not elsewhere specified or included	8.94	-	-	-
	Section III 15	43.17	19.23	12.82	-
15	Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal or vegetable waxes	43.17	19.23	12.82	-
	Section IV 16-24	9,768.49	9,415.56	8,597.08	2,910.07
	Prepared foodstuffs; beverages, spirits and vinegar; tobacco and manufactured tobacco substitutes				
16	Preparations of meat, of fish or of crustaceans, molluscs or other aquatic invertebrates	3,183.59	1,997.32	1,665.25	392.20

17	Sugars and sugar confectionery	223.52	184.65	339.65	18.7
18	Cocoa and cocoa preparations	497.43	507.92	693.13	241.5
19	Preparations of cereals, flour, starch or milk; pastrycooks' products	2,426.51	2,966.97	1,895.88	678.9
20	Preparations of vegetables, fruit, nuts or other parts of plants	638.77	1,519.82	925.00	102.4
21	Miscellaneous edible preparations	1,424.79	1,265.21	1,225.63	1,174.1
22	Beverages, spirits and vinegar	1,055.39	862.50	1,707.64	289.4
23	Residues and waste from the food industries; prepared animal fodder	318.45	111.16	144.86	12.6
24	Tobacco and manufactured tobacco substitutes	-	-	-	-

Source: Lithuania Statistics Department

Foreign Trade in Agricultural and Food Products in 2004

Source: Lithuanian Statistics Department, million \$

CN Code	Commodity	Export	Import	Turnover	Balance
1	Live animals	16.9	6.5	23.5	10.3
2	Meat and edible meat offal	33.3	74.0	107.4	-40.7
3	Fish and crustaceans, mollusks and other aquatic invertebrates	59.4	92.2	151.6	-32.9
4	Dairy produce; birds' eggs; natural honey; edible products of animal origin, not elsewhere specified or included	275.2	18.9	294.0	256.3
5	Products of animal origin, not elsewhere specified or included	3.5	21.6	25.1	-18.1
6	Live trees and other plants; bulbs, roots and the like; cut flowers and ornamental foliage	2.0	12.8	14.8	-10.8
7	Edible vegetables and certain roots and tubers	44.5	51.7	96.2	-7.2
8	Edible fruit and nuts; peel of citrus fruit or melons	32.8	108.9	141.8	-76.1
9	Coffee, tea, mate and spices	8.0	43.1	51.1	-35.1
10	Cereals	88.2	23.9	112.0	64.3
11	Products of the milling industry; malt; starches; inulin; wheat gluten	12.2	19.2	31.4	-7.0
12	Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medicinal plants; straw and fodder	36.1	26.2	62.3	9.9
13	Lac; gums, resins and other vegetable saps and extracts	0.3	3.2	3.5	-2.9
14	Vegetable plaiting materials; vegetable products not elsewhere specified or included	0.1	0.2	0.3	-0.1
15	Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal or vegetable waxes	21.0	75.8	96.8	-54.8
16	Preparations of meat, of fish or of crustaceans, mollusks or other aquatic invertebrates	62.6	21.3	84.0	41.3
17	Sugars and sugar confectionery	39.6	57.9	97.6	-18.3
18	Cocoa and cocoa preparations	32.0	29.0	61.1	3.0

19	Preparations of cereals, flour, starch or milk; pastry cooks' products	17.9	35.4	53.2	-17.5
20	Preparations of vegetables, fruit, nuts or other parts of plants	17.6	43.1	60.7	-25.5
21	Miscellaneous edible preparations	32.5	87.9	120.4	-55.4
22	Beverages, spirits and vinegar	17.5	79.3	96.8	-61.9
23	Residues and waste from the food industries; prepared animal fodder	130.8	67.6	198.4	63.2
24	Residues and waste from the food industries; prepared animal fodder	46.8	34.8	81.5	12.0
	Total	1030.7	1034.7	2065.4	-4.0